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TO:

Re: The Hotel at Hudson Heritage, Town of Poughkeepsie, New York

Dear :

I am writing to you to introduce our development in the Town of Poughkeepsie, New York, directly across from Marist College. The 150 acre site that we are developing as a mixed-use “Eds & Meds” village that will include, residential (multifamily and townhomes), retail, medical office, a conference/performance center, hotel and senior housing.

The unique and exciting opportunity at Hudson Heritage can include the adaptive-reuse of what is known as the Kirkbride building as a hotel or conference/banquet center. The building which was constructed based on a “Kirkbride Plan” was designed by architects Frederick Black Withers and Calvert Vaux. The landscape was designed by Frederick Law Olmstead, best known for the design of Central Park. A similar opportunity existed in Buffalo, at the Richardson Olmstead Campus where a portion of the Kirkbride building has been transformed into the Henry Hotel.

<https://richardson-olmsted.com/> <https://www.hotelhenry.com/>

Alternatively, the hotel could be constructed new, adjacent to the restored Kirkbride building, overlooking an 18 acre Olmstead restored great lawn with unobstructed views of the Hudson River and the valley beyond.

We are pleased to provide you with materials, which introduce our mixed-use “eds & meds intergenerational community” along with supporting materials for the hotel as an integral component of Hudson Heritage. The link at the bottom of this correspondence contains the pertinent information.

This development, similar to our successful Rivertowns Square development in Dobbs Ferry NY, is a “live, work, play & stay community”. At the Rivertowns Square development, the hotel has proven to be very successful as a result of having the benefits and traffic of the on-site restaurants, health club, supermarket, retail and housing along with the ability to achieve cost savings via the shared services. The hotel is the preferred location for people to stay due to all of the on-site amenities that are available.

Here at Hudson Heritage, we have the on-site benefit of anchors as the successful Rivertowns Square (residential, retail and a supermarket), along with stable neighboring traffic

generators such as Marist College, Health Quest, Vassar College, Culinary Institute and Vassar Medical, all of which are expanding at a break-neck pace. These generators are in significant need of hotels that are new, close in proximity and that can partner to satisfy the demand that they generate, as further demonstrated in the enclosed materials including the RevPar Hotel Study which contains the Marist's College survey results.

As master developer of Hudson Heritage, we will complete 100% of the on and offsite infrastructure and commit to co-tenancy prior to the hotel opening of at least 100,000 ft.² plus of commercial space, inclusive of a 65,000 square-foot supermarket along with 135 multi-family units. Again, this is the floor of the co-tenancy commitment for the hotel opening. Likely, the medical office building, other multifamily and the arts and education facility will be underway as well. In all events, the administration building adjacent to the hotel pad scheduled to contain the arts and education center will be renovated completely to be "water tight, cleaned up and polished" prior to the hotel opening. We understand the importance of place setting and will commit to the aforesaid.

For the hotel, we will deliver a compacted pad with all infrastructure in place and utilities stubbed to the hotel parcel. The pad can be delivered as early as late summer 2019. The development, including hotel pad, will benefit from an IDA inducement, which will provide for mortgage recording tax as well as sales tax savings on all material. Moreover a 485B tax pilot will likely be available. Also note that our real estate taxes are less than 40% of all other hotels along Rt.9 in the market as we are in the Hyde Park school district and not the Spackenkill school district.

As told in the enclosed materials, Marist College (and others) have a significant need for conference and breakout rooms for their NCAA Division I and 23 intercollegiate varsity sport teams and college programming. Should the hotel desire not to include break out and conference areas, the hotel can master lease conference space and breakout rooms, as well as the kitchen and supporting areas that are scheduled to be installed on the first floor of the restored Kirkbride building, which building can be connected to the hotel. This is not an obligation, but an opportunity to enhance the hotels performance by having conference and breakout capability that is so needed.

Quick facts that support The Hotel at Hudson Heritage

- Marist College, located directly across the street, generates over 68,000 unique visits per year and refers out over 18,000 hotel nights per year. Marist is willing to "direct link" their website referrals to the hotel at Hudson Heritage.
- Marist has NCAA Division I and 23 intercollegiate varsity sports teams whose visiting teams alone require over 1,000 hotel nights per year along with breakout space. We are told that the visiting teams stay as far as Danbury Ct. due to the lack of acceptable local accommodations with break out space.
- Marist holds many conferences each year that generate significant hotel nights (see the Marist hotel survey for confirmation).

- Marist is the 7th largest employer in Dutchess County and its average payroll is well over the County's average.
- Marist and Health Quest together are presently completing \$650Mil of new facilities within two miles of Hudson Heritage, which will employ a significant number of new doctors, nurses, professors and administrative staff.
- Hudson Heritage, Bellefield, Culinary Institute and Vassar College represent an additional \$700Mil of new facilities within the two mile corridor.
- Marist and Health Quest recently announced the joint opening of a new medical college, the first in New York State in fifty years, to be located within two miles of Hudson Heritage, which will serve 350 medical students. The new medical college alone will have over 150 FTE's including doctors, nurses and staff, many of whom have young families.
- 40,000 cars pass by site every day on Route 9, including some of the area's highest earners.
- Health Quest & Vassar Medical Center located less than two miles from Hudson Heritage is the largest employer in Dutchess County with over 5,600 employees.
- There are over 20,000 high quality jobs within an eight-minute drive of Hudson Heritage:
 - Marist – 1,800
 - Health Quest & Vassar Medical Center- 2,600
 - Mid-Hudson Medical Office (1.4 Miles south), 1,800 employees
 - Culinary Institute of America (2.5 miles north), 1,500 employees
 - Central Hudson Gas & Electric (3.4 miles south), 1,000 employees
 - Vassar College (5.4 miles southeast), 1,100 employees
 - IBM Center (5.7 miles south), 4,100 employees
- Moreover, there are more than 21,000+ combined full-time college students enrolled in the immediate area (The Culinary Institute, Bard College, Vassar College and Dutchess Community College).

Below are some recent announcements describing the explosive developments within two miles of Hudson Heritage. We look forward to having the opportunity to present Hudson Heritage in person and address any questions that you or your associates may have.

Saber Real Estate North, LLC

Marty Berger

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<https://saberfund.box.com/s/6hiuvggkhnppuazap03hns6axk58nq35>

RECENT ANNOUNCEMENTS OF DEVELOPMENT WITHIN TWO MILES OF HUDSON HERITAGE

Marist College and Health Quest announce a new medical college.

<https://www.marist.edu/marist-hq-med-school>

The two organizations will partner to create the [Marist Health Quest School of Medicine](#) to provide physician education that transforms patient care and prepares new doctors for today's technologically advanced healthcare environment. The first class is expected to begin studies in 2022.

“The School of Medicine will have significant positive economic and social benefits for the Hudson Valley and beyond,” Health Quest President and CEO Robert Friedberg said. “Upon graduation, many of these highly educated professionals and their families will remain here to be part of an academic medical center, which will strengthen the quality of healthcare in the area. This will also create high-paying jobs and provide local residents with greater access to top-quality healthcare professionals close to home. There will be an estimated 480 students when the school is running at full enrollment after six years.

Vassar College announces \$400 Million fundraising accompanying with \$268 Million commitments already received.

POUGHKEEPSIE, NY—The college publicly announces “Vassar 150: World Changing,” a comprehensive fundraising campaign that has already raised \$262 million in contributions and commitments toward a \$400 million goal. The campaign focuses on three.

Vassar Brothers Medical Center on track with \$545 million patient pavilion project

The \$545 million project is scheduled to be finished at the end of 2019. The pavilion, which includes 264 private patient rooms and an emergency and trauma center with 66 treatment bays, is set to open in early 2020. The center plans to create a hiring plan in 2019 to add more support staff.

The number of patients treated at Vassar Brothers has been growing. In 2017, it discharged 23,699 patients, a 25.5 percent increase in five years. The emergency center reported 75,000 visits in 2017, a 15.6 percent increase in five years.

Vassar College President Elizabeth Bradley said: “the vision of where Vassar Brothers and Health Quest is going is incredibly inspiring. I really think Poughkeepsie is in this moment of renaissance, and this is going to be an enormous piece of that. I cannot wait to see this unfold.”

Bellefield at Historic Hyde Park

<https://bellefieldhydepark.com/>

Bellefield at Historic Hyde Park will be a world-class hospitality, culinary and sustainable neighborhood destination worthy of its prestigious address. With two hotels, culinary shops, farm-to-table restaurants, a special event barn and educational center, Bellefield at Historic Hyde Park will perfectly complement existing Dutchess County tourism destinations while providing much-needed quality housing.

Marist announces the McCann Building Expansion.

The Marist gym expansion project comes amid the school's continuous campus growth over the last five years, which includes the Steel Plant and walkway projects, North Campus Housing project, and two-year-old science building. Brackett speaks to Marist's significant growth as a "complete campus transformation."

"Every piece of the campus has radically changed," Brackett said. "We are a college that has the resources to be successful enough to do it--many colleges cannot afford to do this kind of reinvestment." "McCann is important because without a robust student support system for a residential college, you are missing a critical piece of what's important to students, to parents, and even to the community."

Brackett suggests the campus will continue to grow at a rapid pace, with a renovation and expansion project for **the Dyson academic building** on the horizon.

"As Marist is growing in stature, you have to have the facilities to support the academic mission and the student needs," Brackett said. "When you have NCAA Division 1 athletes, you make commitment to them, and you also make a commitment to the wider student population that as a successful private institution, we are going to provide you with real value for tuition dollars that are being paid."

Steel Plant

Marist's [Fashion and Art & Digital Media Programs](#) are housed in the newly renovated and expanded Steel Plant. Designed by Robert A.M. Stern Architects, the project expanded the existing 12,000 square feet of studio and learning space with a two-story, 35,000-square-foot addition. The Steel Plant expansion is designed to match other Marist buildings with a Hudson Valley industrial-modern style, incorporating brick, steel, polished concrete, terrazzo, corrugated metal, and tile. Key spaces in the facility include: digital labs, fashion studios, a makerspace, fashion exhibition gallery, art gallery, [Emporium retail laboratory](#), and Winter Garden.

<https://youtu.be/oOGCTjPQALQ>